

Part-Time Master of Business Administration (PTMBA)			
Program Planning Worksheet			
Summer 23 CAL & IRV start			
CWID:			
Concentration:			

Trimester 1		Units	Course Title	Courses Completed
ECNM	657	4	Prices, Profits, & the Market Economy	

Trimester 2		Units	Course Title	Courses Completed
BSCI	650	1	Personal and Leadership Development Workshop	
BSCI	652	4	Organizational Behavior and Personal Development	
DESC	607	4	Analytics for Business Decisions	

Trimester 3		Units	Course Title	Courses Completed
ACCT	606	4	Accounting: The Language of Business	

Trimester 4		Units	Course Title	Courses Completed
FINC	603	4	Managing Corporate Financial Resources	
MKTG	603	4	The Art & Science of Marketing	
STGY	612	1	Competition & Executive Decision-Making	

Trimester 5		Units	Course Title	Courses Completed
LEGL	611	2	Fundamentals of Business Law & Ethics	
ISTM	602	4	Technology Management & Digital Innovation	
XXXX	XXX	4	Concentration Core/Electives	

Trimester 6		Units	Course Title	Courses Completed
STGY	659	4	Strategic Management	
XXXX	XXX	4	Concentration Core/Electives	

Trimester 7		Units	Course Title	Courses Completed
XXXX	XXX	4	Concentration Core/Electives	
XXXX	XXX	4	Concentration Core/Electives	

Prerequisites:
ACCT 606 must be taken prior to FINC 603
BSCI 650/651, DESC 656, ACCT 606, & ECNM 657 must be taken prior to STGY 612
All core courses must be taken prior to STGY 659

Concentrations:

Business Analytics

Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
ISTM	632	2	Introduction to Business Analytics Technology	
DESC	617	2	Introduction to Quantitative Methods for Data Science	
PGBS	610	4	Business Analytics Consulting	
Four units are to be selected from the following courses:				
DESC	621	2	Valuation of Real Options	
DESC	627	2	Supply Chain Management Analytics	
DESC	636	2	Project Management	
DESC	698	2-4	Special Topics in Decision Science	
ISTM	630	2	Information Security Data Analytics	
ISTM	660	2	Business Analytics and Intelligence	
ISTM	698	2-4	Special Topics in Information Systems and Technology Management	
PGBS	693	2	Global Business Intensive (w/ prior approval)	
<i>Note: The global content requirement for the program is fulfilled by completing ISTM 630, or PGBS 693: Global Business Intensive (with Business Analytics focused content and/or final paper).</i>				

Digital Innovation & Information Systems (DI-IS)

Prefix	Course #	Units	Course Title	Courses Completed
Required course:				
ISTM	668	2	Digital Innovation and Information Systems Client-Based Practicum	
Ten units are to be selected from the following courses:				
ISTM	624	2	Databases and Big Data Management	
ISTM	661	2	Designing, Sourcing and Building Digital Platforms	
ISTM	662	2	DIIS Project and Program Management	
ISTM	663	2	Managing Cyber Security, Risk and Privacy	
ISTM	664	2	Business Process Analysis and Innovation	
ISTM	665	2	Digital Innovation and Strategy	
ISTM	698	2-4	Special Topics in Information Systems and Technology Management	
ISTM	627	2	Marketing Informatics	
ISTM	660	2	Business Analytics and Intelligence	
ISTM	622	2	Social Media Analytics	
PGBS	693	2	Global Business Intensive (w/ prior approval)	
<i>Note: The global content requirement for the program is fulfilled by completing ISTM 664, ISTM 665, or PGBS 693: Global Business Intensive (with DIIS-focused content and/or final paper).</i>				

Dispute Resolution				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
LEGL	684	4	Business Negotiation and the Resolution of Conflict	
XXXX	XXX	2	Mediation Seminar	
XXXX	XXX	2	Arbitration Course (one of three)	
Elective Courses:				
XXXX	XXX	2, 2	Two elective courses from the Straus Institute, School of Law	
<i>Note: The global content requirement for the program is fulfilled by completing a PGBS global-related Straus Institute, School of Law elective course.</i>				

Entertainment, Media and Sports (EMS)				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
FINC	661	2	Entertainment and Media Finance	
ISTM	633	2	The Business of Entertainment, Media, and Sports in the Digital Age	
LEGL	621	2	Entertainment, Media, and Sports Law and Deal Making	
MKTG	613	2	Entertainment, Media and Sports Marketing and Analytics	
Four units to be selected from the following list:				
DESC	660	2	Entertainment, Media and Sports Analytics	
OTMT	663	2	Entertainment, Media & Sports Talent Management & Representation	
FINC	623	2	Business Valuation	
ISTM	622	2	Social Media Analytics	
ISTM	627	2	Marketing Informatics	
ISTM	665	2	Digital Innovation and Strategy	
LEGL	631	2	Negotiation and Resolution of Business Disputes	
MKTG	670	2	Technology in Marketing	
OTMT	623	4	Managing Cross-Cultural, Diverse, and Inclusive Organizations	
PGBS	693	2	Global Business Intensive (with prior approval)	
PGBS	698	4	Contemporary Issues in Business and Management - EMS Specific	
<i>Note: The global content requirement for the program is fulfilled by completing ISTM 665, OTMT 623, or PGBS 693: Global Business Intensive (with EMS-focused content and/or final paper).</i>				

Entrepreneurship				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
ENTR	622	4	Developing a New Business Opportunity	
ENTR	624	4	Building a Business Model	
ENTR	625	4	Launching a New Venture	
<i>Note: The global content requirement for the program is fulfilled by completing the Entrepreneurship concentration.</i>				

Finance				
Prefix	Course #	Units	Course Title	Courses Completed
Required Courses:				
FINC	623	2	Business Valuation	
FINC	638	2	Financial Modeling	
FINC	669	4	Investments and Portfolio Management	
Four units to be selected from the following list:				
DESC	621	2	Valuation of Real Options	
FINC	624	2	Mergers and Acquisitions	
FINC	634	2	The Management of Financial Risk	
FINC	635	2	Real Estate Investing and Finance	
FINC	639	2	Debt Securities	
FINC	661	2	Entertainment and Media Finance	
FINC	699	2-4	Special Topics in Finance	
<i>Note: The global content requirement for the program is fulfilled by completing FINC 669.</i>				

General Management				
You must select 8-units of coursework from the list(s) of required courses from any concentration and an additional 8-units of either required or elective courses from any concentration.				
Prefix	Course #	Units	Course Title	Courses Completed
<i>Note: The global content requirement for the program is fulfilled by completing a minimum of 2 units of the global content requirement from any other concentration. Students may take PGBS 693: Global Business Intensive or PGBS 694: Going Global with Graziadio (G3) for up to 4 units of electives.</i>				

Global Business				
Prefix	Course #	Units	Course Title	Courses Completed
Required course:				
ECNM	670	4	Global and Macroeconomic Environment	
Eight units are to be selected from the global content requirement from any other concentration.				
FINC	669	4	Investments and Portfolio Management	
ISTM	630	2	Information Security Data Analytics	
ISTM	664	2	Business Process Analysis and Innovation	
ISTM	665	2	Digital Innovation and Strategy	
MKTG	671	2	Global Marketing	
OTMT	623	4	Managing Cross-Cultural, Diverse, and Inclusive Organizations	
PGBS	693	2	Global Business Intensive	
PGBS	694	0-2	Going Global with Graziadio - Global Business Development Practicum	
<i>Note: Students may take PGBS 693: Global Business Intensive or PGBS 694: Going Global with Graziadio (G3) for up to 4 units of electives. The Global Business concentration may also be satisfied by participating in the Global Programs Trimester Study Abroad Exchange program (all 12 units required for the concentration are earned during the trimester exchange).</i>				

Leadership and Managing Organizational Change				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
BSCI	660	4	Advanced Topics in Applied Behavioral Science	
OTMT	625	4	Developing Agile Organizations & Leading Change	
Four units are to be selected from the following courses:				
BSCI	635	2	Leadership and Ethics	
BSCI	698	2-4	Special Topics in Applied Behavioral Science	
OTMT	623	4	Managing Cross-Cultural, Diverse, and Inclusive Organizations	
OTMT	676	4	Talent Management	
OTMT	678	4	Managerial Creativity and Innovation for Leadership	
OTMT	698	2-4	Special Topics in Leadership and Organizational Change	
<i>Note: The global content requirement for the program is fulfilled by completing OTMT 623.</i>				

Marketing				
Prefix	Course #	Units	Course Title	Courses Completed
Required courses:				
MKTG	627	2	Consumer Behavior I: Inside Consumers' Minds	
MKTG	669	2	Marketing Research	
MKTG	682	4	Marketing Communications for The Digital Age	
Four units are to be selected from the following courses:				
MKTG	613	2	Entertainment, Media, and Sports Marketing and Analytics	
MKTG	628	2	Consumer Behavior II: Consumers in the Marketplace	
MKTG	629	2	Marketing Innovation and New Offerings	
MKTG	670	2	Technology in Marketing	
MKTG	671	2	Global Marketing	
MKTG	676	2	Brand Management	
MKTG	698	2-4	Special Topics in Marketing	
<i>Note: The global content requirement for the program is fulfilled by MKTG 671.</i>				